Keppel REIT

Citi Virtual Global Property CEO Conference

8 & 9 March 2021

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Constituent of:

FTSE ST Large & Mid Cap Index

FTSE EPRA Nareit Global Developed Index

GPR 250 Index Series

MSCI Singapore Small Cap Index

FY 2020 Key Highlights

5.73 cents

FY 2020 DPU

Up 2.7% y-o-y; 2H 2020 DPU was 2.93 cents (Up 4.6% y-o-y)

$194.6m

FY 2020 distributable income, including $10.0m capital gains

Up 2.8% y-o-y

37.3%

Aggregate leverage as at 31 Dec 2020

Low all-in interest rate of 2.35%

Ongoing portfolio optimisation

Added Melbourne's Victoria Police Centre[1] and Sydney's Pinnacle Office Park. Proposed acquisition of Keppel Bay Tower in Singapore

97.9%

High portfolio committed occupancy as at 31 Dec 2020

6.7 years

Long portfolio weighted average lease expiry as at 31 Dec 2020

Keppel Bay Tower

Proposed acquisition of Grade A office building in the Keppel Bay waterfront precinct is a strategic expansion that complements the REIT's core CBD offering

(1) *Formerly known as 311 Spencer Street.*

Resilient Portfolio Anchored by Singapore CBD Assets

$8.9 billion portfolio in key business districts of Singapore, Australia and South Korea enhances income diversification and long-term stability

Australia 18.5%

Pinnacle Office Park, Sydney
100% Interest
Occupancy: 96.9%

8 Chifley Square, Sydney
50% Interest
Occupancy: 100%

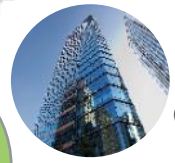
8 Exhibition Street, Melbourne
50% Interest
Occupancy: 99.6%

Victoria Police Centre, Melbourne
50% Interest
Occupancy: 100%

275 George Street, Brisbane
50% Interest
Occupancy: 96.5%

David Malcolm Justice Centre, Perth
50% Interest
Occupancy: 100%

South Korea 3.5%



T Tower, Seoul
99.4% Interest
Occupancy: 98.6%

Singapore 78.0%

Ocean Financial Centre
79.9% Interest
Occupancy: 97.5%

Marina Bay Financial Centre
33.3% Interest
Occupancy: 97.4%

One Raffles Quay
33.3% Interest
Occupancy: 97.3%

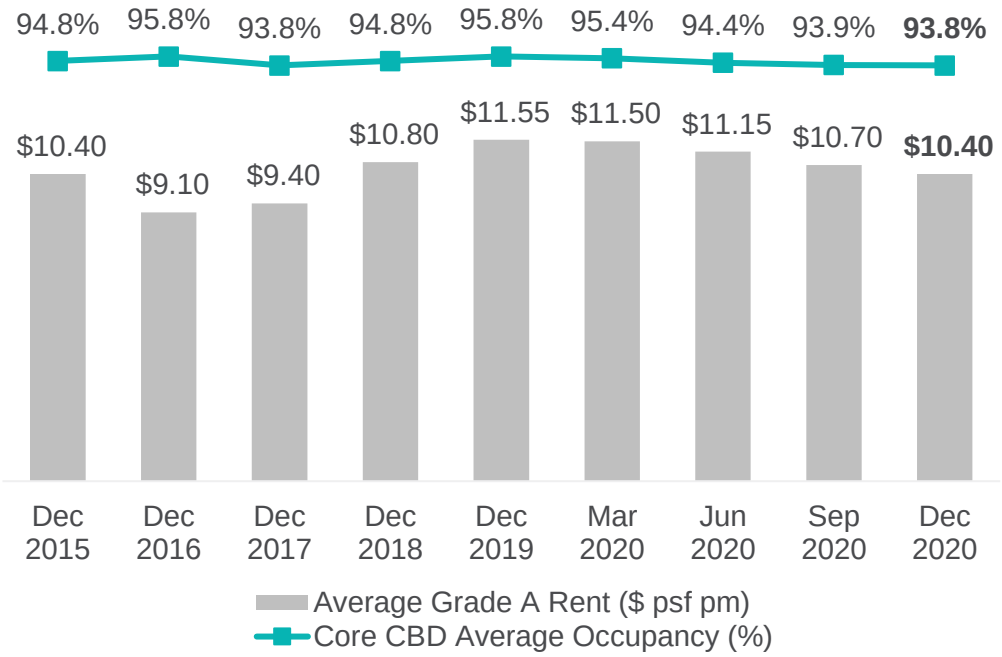
Keppel Bay Tower
(Pending acquisition completion)
100% Interest
Occupancy: 98.5%

Note: Information as of 31 Dec 2020 and assuming the inclusion of Keppel Bay Tower in Singapore which was announced on 23 Dec 2020 and targeted for acquisition completion in 2Q 2021. Excluding Keppel Bay Tower, the assets under management would have been $8.2b.

Singapore Office Market

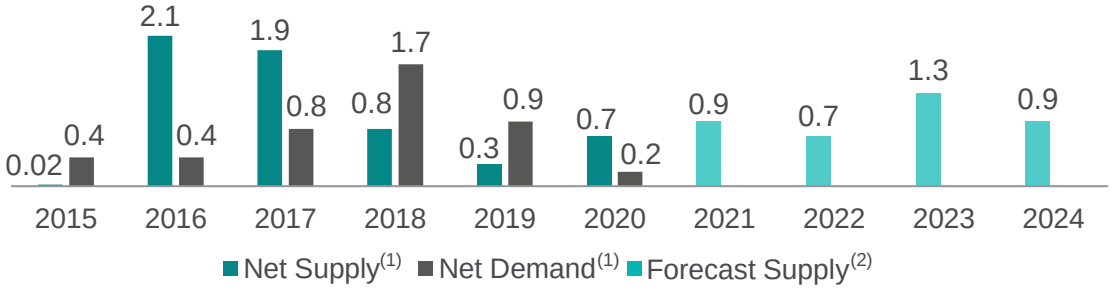
- Average Grade A office rents registered a decrease to $10.40 psf pm in 4Q 2020 while average occupancy in core CBD decreased slightly to 93.8%

Grade A Rent and Core CBD Occupancy



Source: CBRE, 4Q 2020.

Demand and Supply



Key Upcoming Supply in CBD(2)		sf
2021	Afro-Asia i-Mark	140,000
	CapitaSpring	635,000
	Hub Synergy Point Redevelopment	131,200
2022	Guoco Midtown	650,000
2023	Central Boulevard Towers	1,258,000
2024	Keppel Towers Redevelopment	522,800
	Shaw Towers Redevelopment	406,900

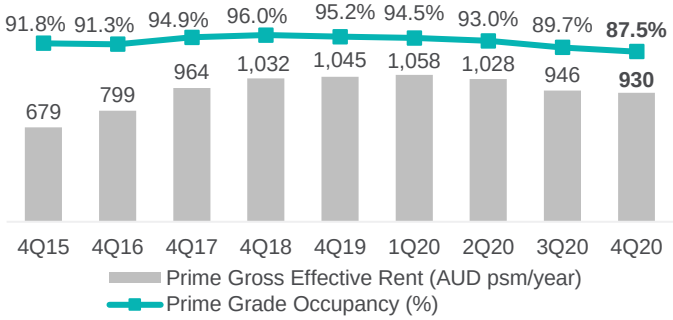
(1) Based on URA data on historical net demand and supply of office space in Downtown Core and Rest of Central Area. Supply is calculated as net change of stock over the year and may include office stock removed from market due to demolitions or change of use.

(2) Based on CBRE data on CBD Core and CBD Fringe.

Australia Office Market

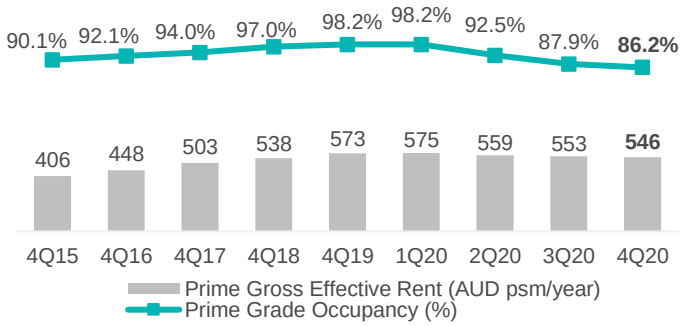
Sydney CBD

Prime Grade occupancy was lower at 87.5%



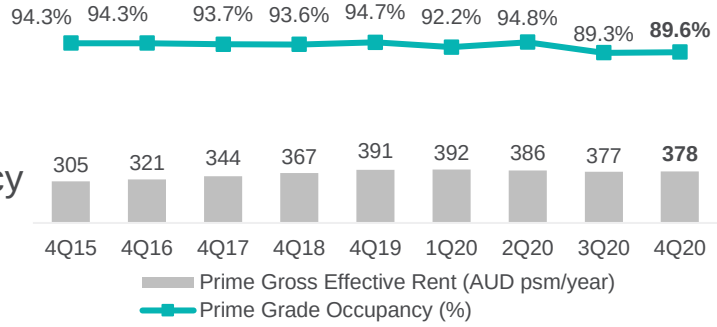
Melbourne CBD

Prime Grade occupancy was lower at 86.2%



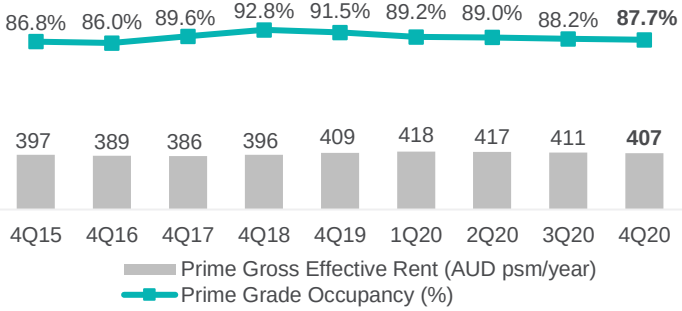
Macquarie Park

Prime Grade occupancy was higher at 89.6%



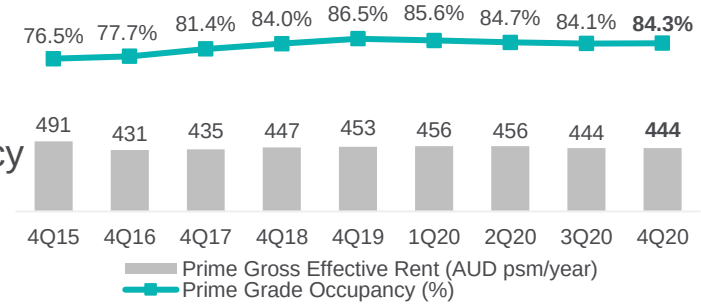
Brisbane CBD

Prime Grade occupancy was lower at 87.7%



Perth CBD

Prime Grade occupancy was higher at 84.3%

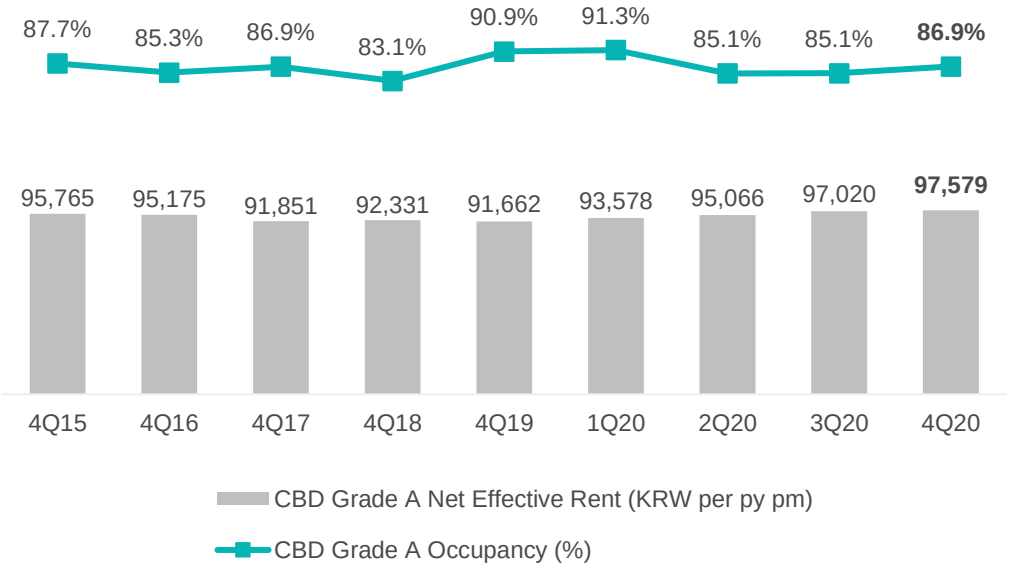


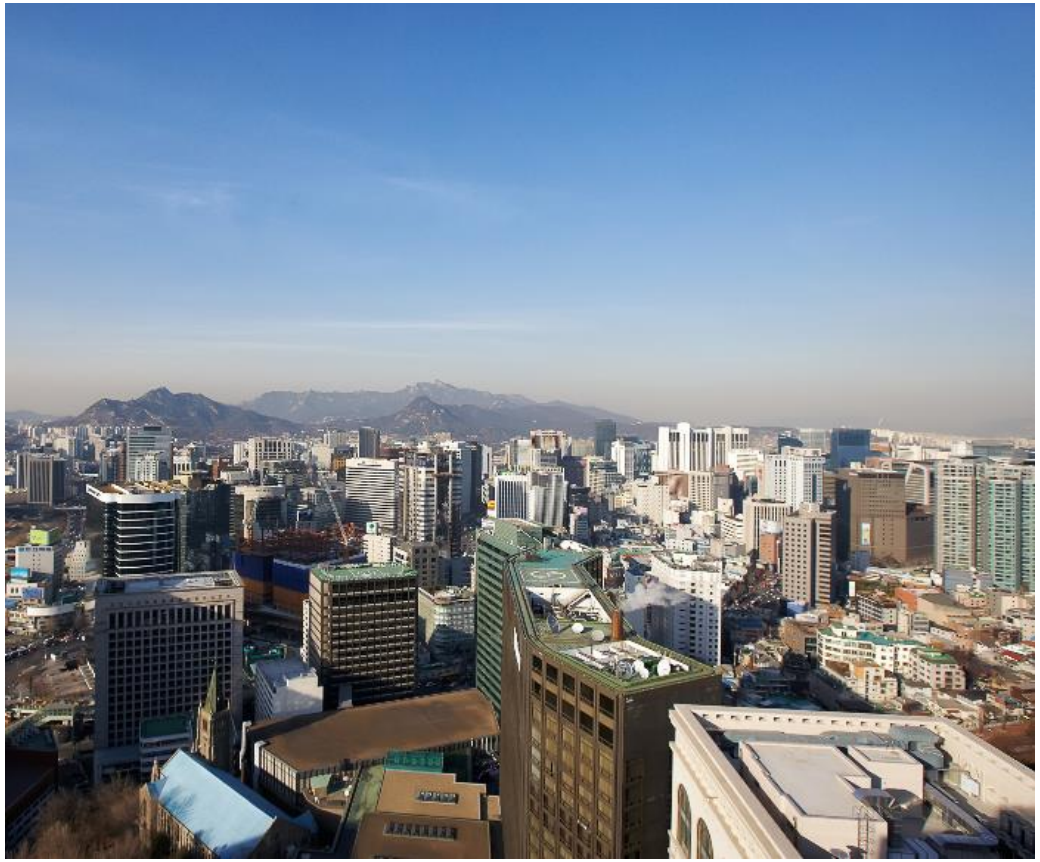
Source: JLL Research, 4Q 2020.

Seoul Office Market

- CBD Grade A occupancy increased to 86.9% in 4Q 2020

CBD Grade A Rent and Occupancy





Source: JLL Research, 4Q 2020.

Portfolio Update

Ocean Financial Centre lit in blue in support of the #SeeItBlue campaign that highlights the importance of mental well-being and expresses gratitude to frontline workers battling the COVID-19 pandemic

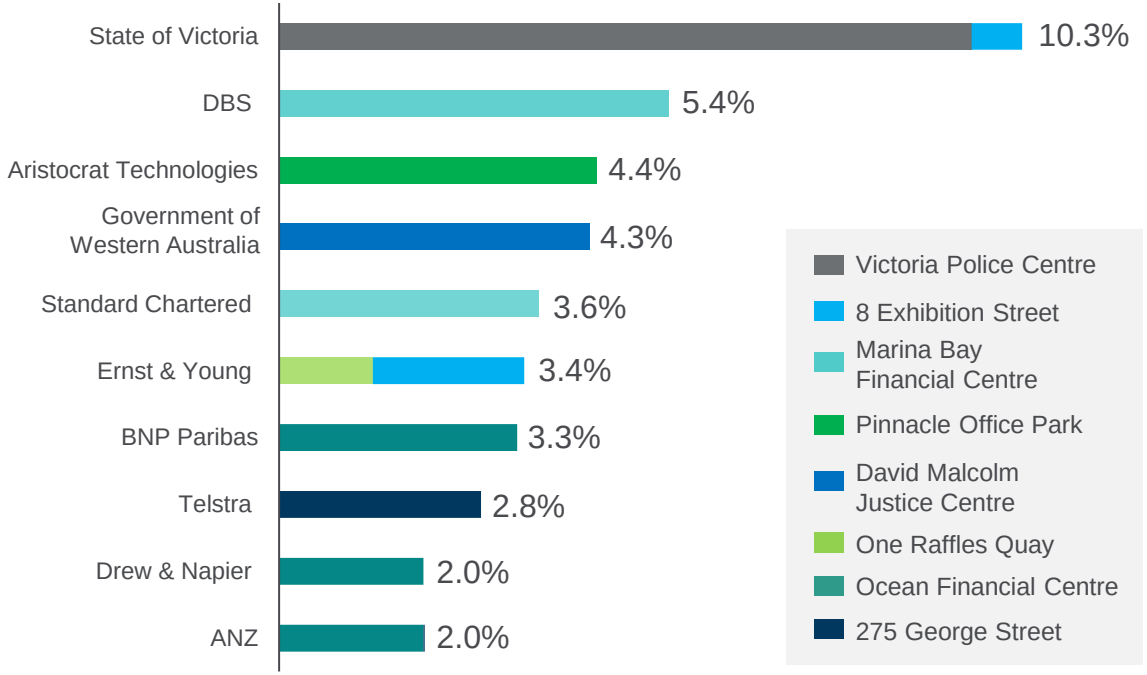
Established and Diversified Tenant Base

- Keppel REIT has a diversified tenant base of 353[1] tenants, many of which are established blue-chip corporations
- Top 10 tenants take up 41.5% of NLA and contribute 36.7% of gross rent

Tenant Business Sector

Banking, insurance and financial services	32.4%
Government agency	16.0%
Technology, media and telecommunications	15.4%
Legal	7.1%
Energy, natural resources, shipping and marine	6.4%
Real estate and property services	5.6%
Accounting and consultancy services	4.8%
Services	4.6%
Manufacturing and distribution	4.2%
Retail and food & beverage	2.7%
Hospitality and leisure	0.1%
Others	0.7%
Total	**100%**

Top 10 Tenants



Note: All data as at 31 Dec 2020 and based on portfolio committed NLA.
(1) Tenants with multiple leases were accounted as one tenant.

Managing the COVID-19 Situation

- Keppel REIT's quality office portfolio and high-quality tenant profile continue to provide income stability and resilience
- To support tenants, and in line with government measures, measures were implemented to alleviate tenants' cashflow and cost pressures

Rental collection[1]
98%
in 4Q 2020

Total rent deferrals
$1.9m
as at 31 Dec 2020

Tenant relief measures[2]
Approx. $14.6m
including estimated $9.9m of government property tax rebates and cash grant

(1) Rental deferrals are excluded from rental collection in 4Q 2020.
(2) Estimates as at 31 Dec 2020. Final tenant eligibility will be dependent on the assessment by the authorities.

Continuing Portfolio Optimisation

- Portfolio optimisation to improve yield and create long-term value for Unitholders
- Holding quality assets across different markets enhances income diversification and long-term stability

Dec 2018: Divested 20% of Ocean Financial Centre in Singapore

May 2019: Acquired T Tower in Seoul

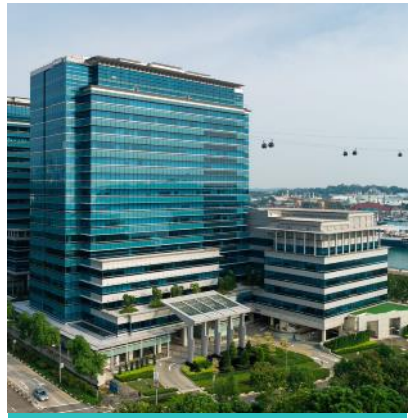
Nov 2019: Divested Bugis Junction Towers in Singapore

FY 2020 developments:

- Commencement of Victoria Police Centre's income contribution
- Acquired Pinnacle Office Park to expand into Sydney's Grade A metropolitan office space
- Announced proposed acquisition of Keppel Bay Tower in Singapore

Jul 2020: Completed Victoria Police Centre in Melbourne

Dec 2020: Acquired Pinnacle Office Park in Sydney



Dec 2020: Announced Proposed Acquisition of Keppel Bay Tower in Singapore

FY 2020 Portfolio Update

Total Leases Committed

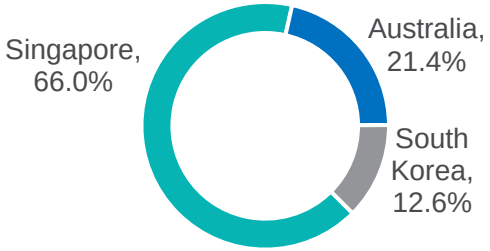
~1,205,500 sf

(Attributable ~510,500 sf)

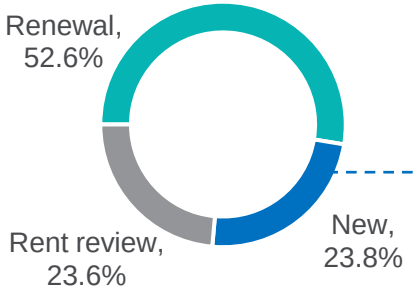
Retention Rate

72%[1]

Leases Committed by Geography[2]



Leases Committed by Type[2]



New leasing demand and expansions from:

Banking, insurance and financial services	36.5%
Real estate and property services	34.2%
Technology, media and telecommunications	13.5%
Energy, natural resources, shipping and marine	8.9%
Retail and F&B	4.9%
Accounting and consultancy services	2.0%

- High portfolio committed occupancy of 97.9%
- Long overall portfolio WALE of 6.7 years (Singapore portfolio: 2.9 years, Australia portfolio: 12.8 years, South Korea portfolio: 2.0 years); Top 10 tenants' WALE was 11.8 years
- Completed asset enhancement initiatives at 8 Exhibition Street in Melbourne to rejuvenate the asset's lobby and other amenities

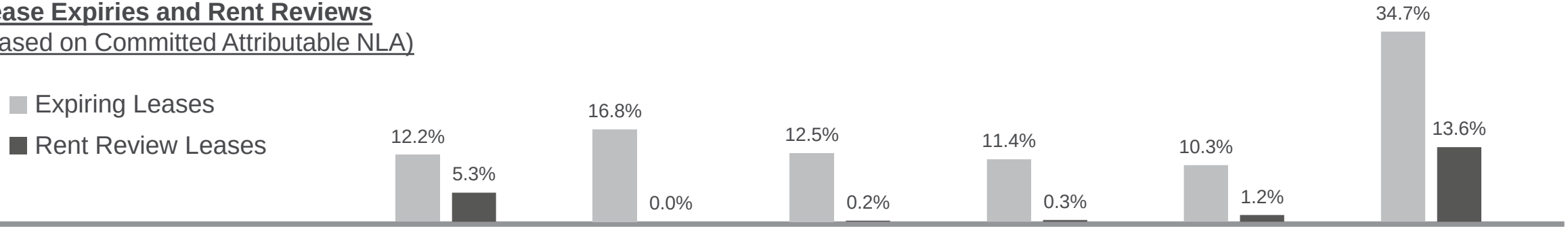
(1) For FY 2020. Retention rate for 4Q 2020 was 44% due mainly to non-renewals at One Raffles Quay and Marina Bay Financial Centre. More than half of the non-renewed spaces have since been committed to new and expanding tenants.

(2) Based on committed attributable area.

FY 2020 Portfolio Update (Cont'd)

- Average signing rent for Singapore office leases concluded in FY 2020 was $11.02[1] psf pm
- Average expiring rents[2] of Singapore office leases (psf pm): $9.76 in 2021, $10.26 in 2022 and $11.00 in 2023

Lease Expiries and Rent Reviews
(Based on Committed Attributable NLA)



	2021	2022	2023	2024	2025	2026 and beyond
Lease Expiries and Rent Reviews (Based on Committed Attributable Gross Rent)						
Expiring leases	13.0%	18.8%	13.8%	13.9%	11.9%	28.6%
Rent review leases	6.2%	-	0.2%	0.3%	1.6%	11.3%
Geographic Breakdown of Expiries and Rent Reviews[3]						
Singapore	13.9%	12.7%	8.8%	10.2%	8.7%	7.0%
Australia	2.2%	1.6%	2.5%	1.5%	2.6%	41.0%
South Korea	1.4%	2.5%	1.4%	-	0.2%	0.3%

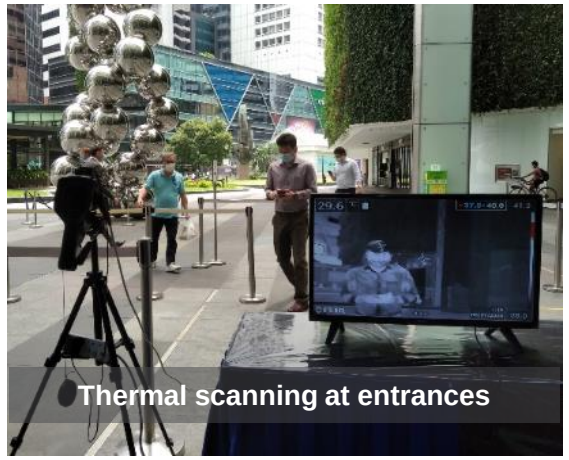
(1) Based on a weighted average calculation. Simple average signing rent was $11.61 psf pm.
(2) Weighted average based on attributable NLA of office lease expiries and reviews in Singapore.
(3) Based on committed attributable area.

Operating in the New Environment

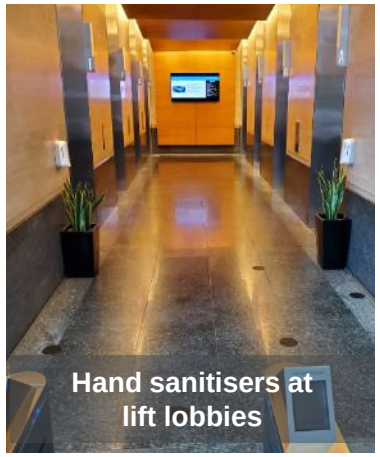
- Physical offices will remain a necessity, although the form and functions of the office will evolve

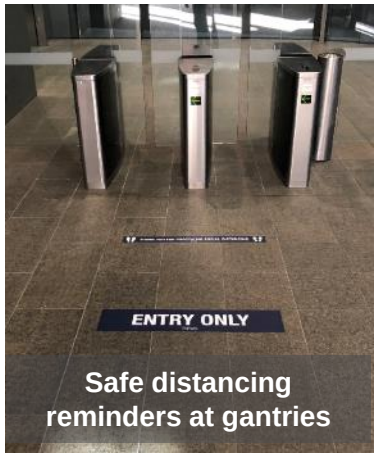
Keppel REIT will continue to optimise the portfolio and calibrate its leasing strategy to meet potential shifts in occupier demand

Safety measures to facilitate return to workplaces:


Thermal scanning at entrances

Safe distancing reminders on patrolling RoboGuard


Hand sanitisers at lift lobbies



Safe distancing reminders at gantries

Disinfection of high contact areas

Commitment to ESG Excellence

- Retained Prime status in ISS-oekom's ESG corporate rating and the Green Star Status at the Global Real Estate Sustainability Benchmark (GRESB) 2020
- Part of two key iEdge SG ESG Indices – the iEdge SG ESG Transparency Index and the iEdge SG ESG Leaders Index
- All of Keppel REIT's Singapore assets have maintained the Platinum status under the Building and Construction Authority Green Mark Scheme. In Australia, most of Keppel REIT's buildings have achieved the 5 Stars National Australian Built Environment Energy rating
- Committed to engaging with and uplifting local communities:

"Lighting City Halls in Green" global campaign to demonstrate commitment to climate action

Thye Hua Kwan Moral Society's 'Craft of Hope' Exhibit

Virtual Collaborative Activities for Adopted Charity

Committed to Delivering Stable Income & Sustainable Returns

Portfolio Optimisation

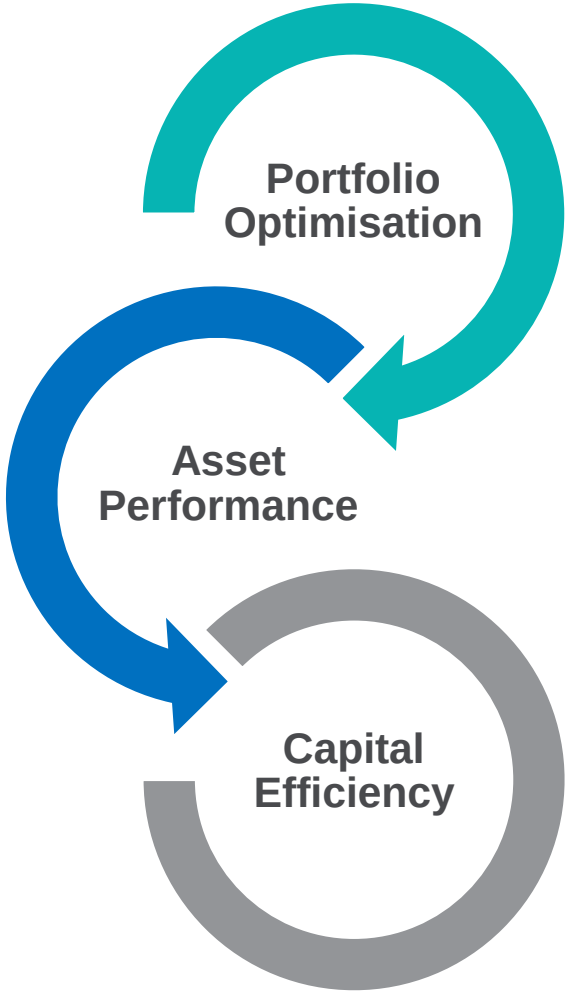
- Portfolio optimisation to improve yield, while maintaining exposure to Singapore CBD
- Hold quality assets across different markets for improved income stability and to provide more long-term growth opportunities

Asset Performance

- Drive individual asset performance with proactive leasing and cost management strategies
- Implement initiatives to future proof assets and enhance sustainability

Capital Efficiency

- Optimise capital structure to reduce borrowing costs and improve returns
- Manage debt maturities and hedging profiles to reduce risk



Additional Information

8 Chifley Square,
Sydney

Victoria Police Centre Achieved Practical Completion

- Commencement of the 30-year lease for Victoria Police's new headquarters contributes a steady income stream to Keppel REIT
- The Grade A office tower is powered by 100% renewable electricity as part of the City of Melbourne's second Melbourne Renewable Energy Project

Victoria Police Centre at 311 Spencer Street, Melbourne	
Ownership	50.0%
Attributable NLA	364,180 sf (33,833 sm)
Tenure	Freehold
Committed Occupancy	100%
Valuation[1]	A$385.0m (S$380.0m)

(1) Valuation as at 31 Dec 2020 based on Keppel REIT's interest in the property and on the exchange rate of A$1 = S$0.9871.

Acquired Pinnacle Office Park in Sydney

- Acquisition completed on 31 Dec 2020 as part of ongoing portfolio optimisation to improve income resilience and portfolio yield
- Gains exposure to Macquarie Park, a key Australian metropolitan office market
- Expands into Grade A metropolitan office space to meet demand for cost-effective or hub-and-spoke business models

Pinnacle Office Park, Sydney	
Ownership	100.0%
Attributable NLA	378,164 sf (35,132 sm)
Tenure	Freehold
Committed Occupancy	96.9%
Valuation[1]	A$306.1m ($302.1m)

Acquisition Completed:
31 Dec 2020

Grade A property comprising three office buildings near the Macquarie Park Metro Station

Potential partial re-development opportunity in the medium term

(1) *Valuation as at 31 Dec 2020 based on Keppel REIT's interest in the property and on the exchange rate of A$1 = S$0.9871.*

Proposed Acquisition of Keppel Bay Tower

- DPU-accretive acquisition of a 100% interest in Keppel Bay Tower, a Grade A office building strategically located in the HarbourFront/Alexandra submarket of Singapore
- Acquisition complements the REIT's core CBD offering, and is consistent with its strategy of strengthening and diversifying its portfolio, while staying focused on its core markets
- Strong and diverse tenant base of multinational corporations and anchored by the Keppel Group
- Post-Acquisition, portfolio WALE by NLA remains long at 6.3 years[(1)], committed occupancy remains high at 98.0%[(1)], while aggregate leverage will be 39.0%[(2)]

Singapore's first commercial development to be fully powered by renewable energy and certified BCA Green Mark Platinum (Zero Energy)

Transaction Overview	
Agreed Property Value	$657.2m[(3)] ($1,700 psf)
Valuation[(4)]	▪ JLL (commissioned by Trustee): $665.0m ($1,720 psf) ▪ Cushman & Wakefield (commissioned by Manager): $667.3m ($1,726 psf)
Method of Financing	Net proceeds from the private placement and loan facilities
NPI Yield	4.0%[(5)]
DPU Accretion	+2.8%[(6)] (FY 2020)
Expected Completion	2Q 2021

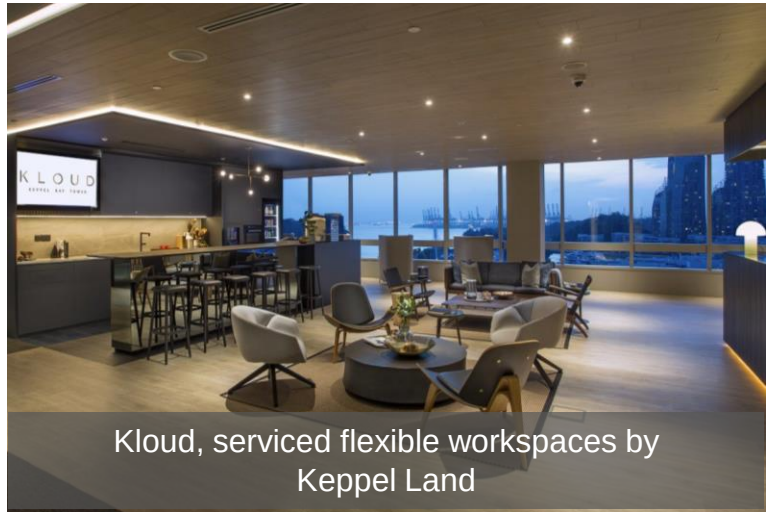
(1) Based on portfolio committed NLA as at 31 Dec 2020 , assuming the Property was acquired on 31 Dec 2020; (2) Assuming the Acquisition was funded approximately 60% by debt and 40% by equity; (3) Total Acquisition Cost would be $667.0 million, comprising total consideration which takes into account the estimated net asset value, transaction costs and equity fund raising costs; (4) Takes into account rental support of up to $3.2 million for vacant units and leases that are expiring in the 18 months post-completion. Without rental support, valuation is $664.0 million ($1,718 psf) and $665.0 million ($1,720 psf) by JLL and Cushman & Wakefield respectively; (5) Based on the estimated NPI for a year from Completion, including Rental Support for the same period; (6) On a pro forma basis as if the Acquisition was completed on 1 Jan 2020, including Rental Support.

Proposed Acquisition of Keppel Bay Tower:
Grade A Waterfront Business Hub

Building Completion	2002 (Recently refurbished in 2019)
Land Tenure	99 years expiring on 30 Sep 2096
Attributable NLA	386,600 sf[1] (18-storey office tower with a six-storey podium block and basement carpark)
Committed Occupancy	98.5%[2]
WALE by NLA	3.1 years[2]
No. of Tenants	29[2]
Green Credentials	▪ First commercial development in Singapore to be fully-powered by renewable energy ▪ First commercial development in Singapore to be certified BCA[3] Green Mark Platinum (Zero Energy) ▪ ASEAN Energy Award for Energy Efficient Buildings (Retrofitted Building Category) in 2018

View of Keppel Bay, a coveted live-work-play waterfront destination

Refurbished office lobby with modern fittings and quality finishes



Kloud, serviced flexible workspaces by Keppel Land

(1) *Comprising 383,899 sf of office space and 2,701 sf of retail space.*
(2) *As at 31 Dec 2020.*
(3) *Building and Construction Authority (BCA).*

Photo Credit: ST Press

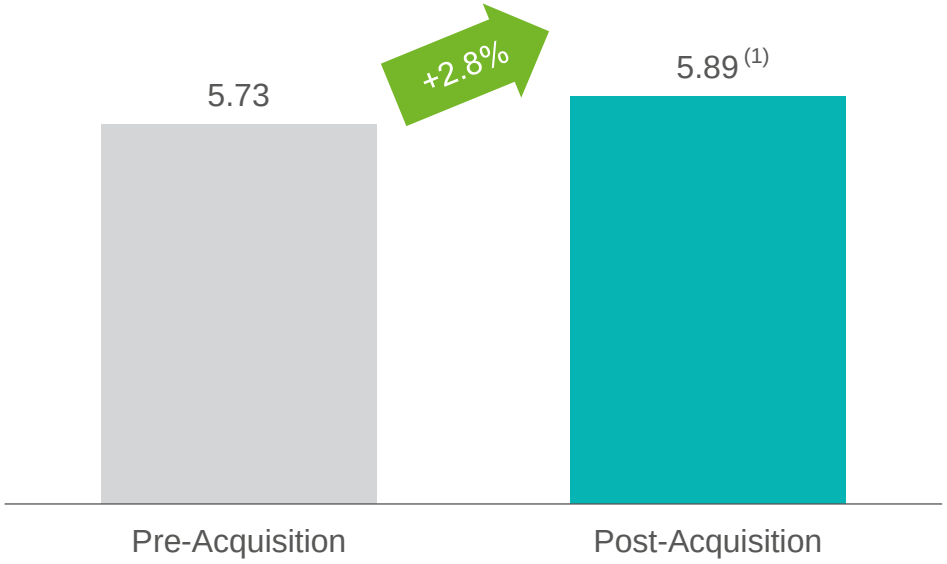
Proposed Acquisition's Investment Merits

1. DPU and NPI yield accretive acquisition that enhances Keppel REIT's distributions and improves total unitholder returns
2. Diversifies portfolio and strengthens tenant base for income resilience
3. Strategic expansion that complements the current core CBD offering
4. Grade A waterfront office with excellent connectivity to CBD and amenities
5. Augments green footprint via renewable energy and technology innovation
6. Increases free float and liquidity

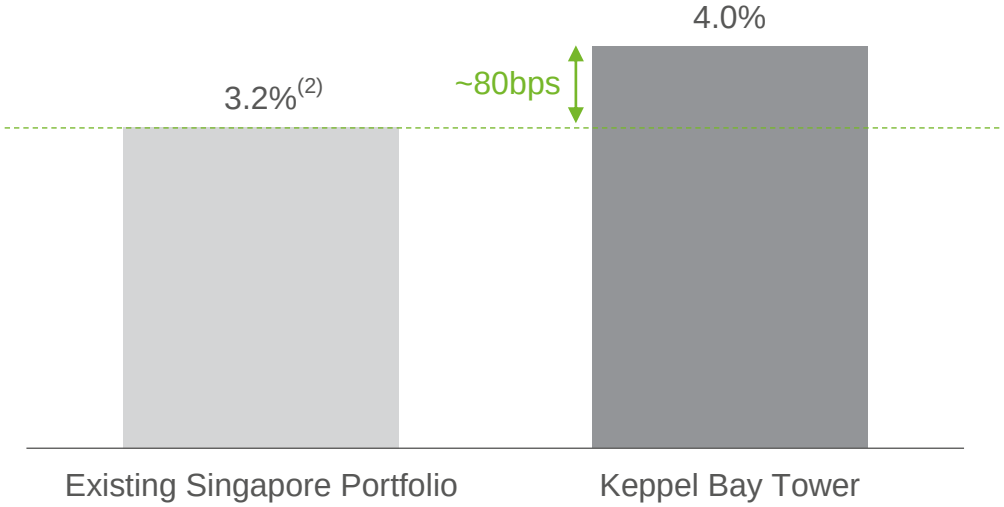
1 Proposed Acquisition of Keppel Bay Tower:
DPU and NPI Yield Accretive

- DPU and NPI yield accretive acquisition is part of **ongoing portfolio optimisation efforts** to **enhance Keppel REIT's distributions and improve total unitholder returns**
- **Consistent with Keppel REIT's strategy** of strengthening and diversifying its portfolio, while **remaining focused on its core markets**

***Pro Forma* FY 2020 DPU (cents)**



NPI Yield (%)

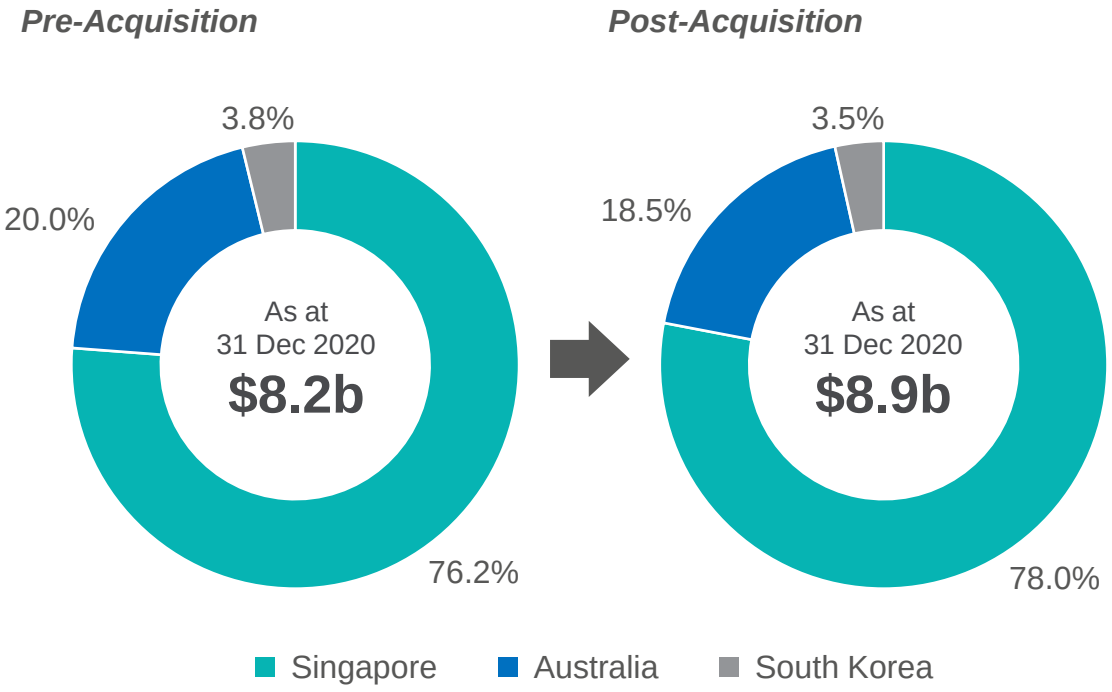


(1) As if the Acquisition was completed on 1 Jan 2020, the Total Acquisition Cost was funded by the draw down of the Loan Facilities (approximately 60%) and the net proceeds of the Equity Fund Raising (approximately 40%) and inclusive of the Rental Support; (2) NPI yield is based on FY 2020 NPI and the valuation as at 31 Dec 2020 for Keppel REIT's Singapore properties.

2 Proposed Acquisition of Keppel Bay Tower:
Diversifies Portfolio and Strengthens Tenant Base for Income Resilience

- **Reduces Keppel REIT's exposure to any single asset and further diversifies its income streams**
- Post-Acquisition, **Keppel REIT's AUM will grow to $8.9 billion** with **Grade A commercial assets in key business districts of Singapore, Australia and South Korea**

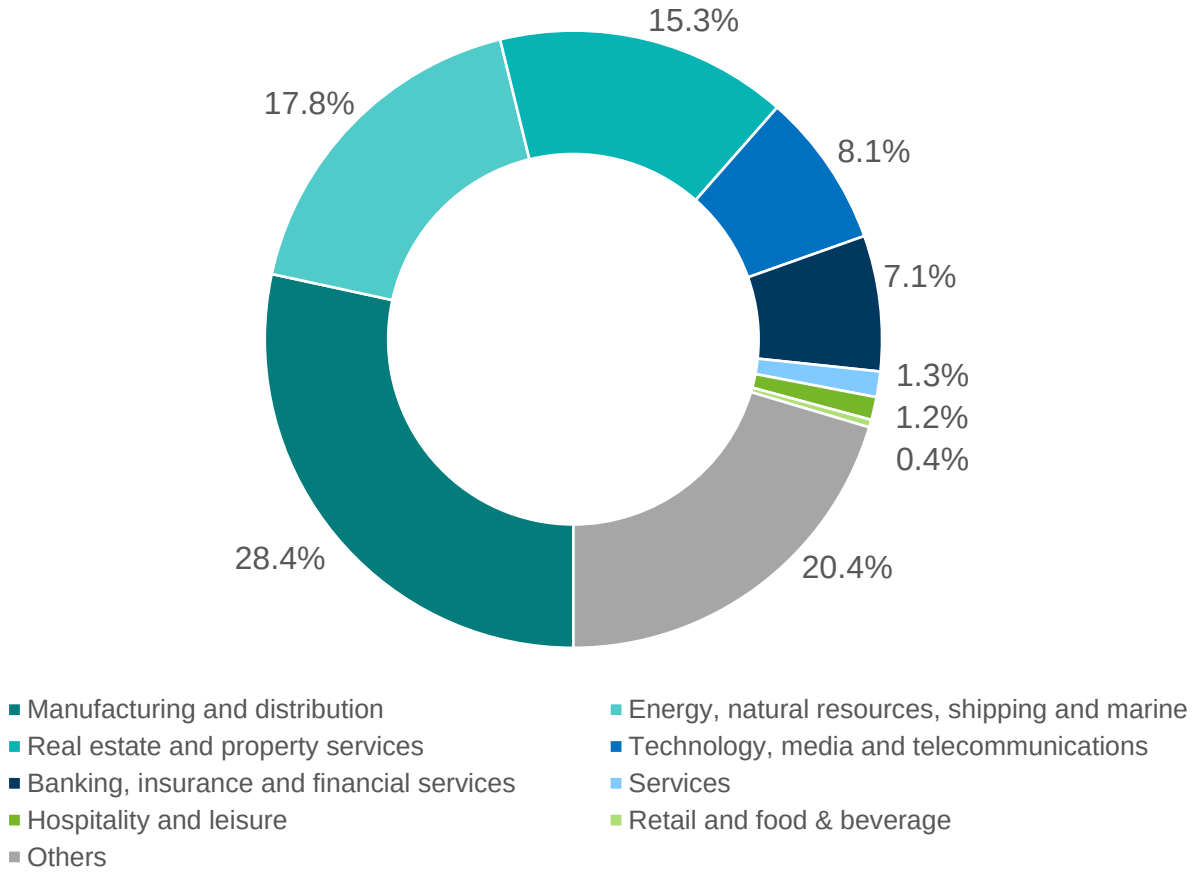
Assets Under Management



% Assets Under Management	Pre-Acquisition	Post-Acquisition
Ocean Financial Centre, Singapore	25.2%	23.3%
Marina Bay Financial Centre, Singapore	35.9%	33.2%
One Raffles Quay, Singapore	15.1%	14.0%
Keppel Bay Tower, Singapore	**-**	**7.5%**
8 Chifley Square, Sydney	2.8%	2.6%
Pinnacle Office Park, Sydney	3.7%	3.4%
8 Exhibition Street, Melbourne	3.1%	2.9%
Victoria Police Centre, Melbourne	4.6%	4.3%
275 George Street, Brisbane	3.0%	2.7%
David Malcolm Justice Centre, Perth	2.8%	2.6%
T Tower, Seoul	3.8%	3.5%

2 Proposed Acquisition of Keppel Bay Tower:
Diversifies Portfolio and Strengthens Tenant Base for Income Resilience (Cont'd)

Keppel Bay Tower's Tenant Mix (% of NLA)



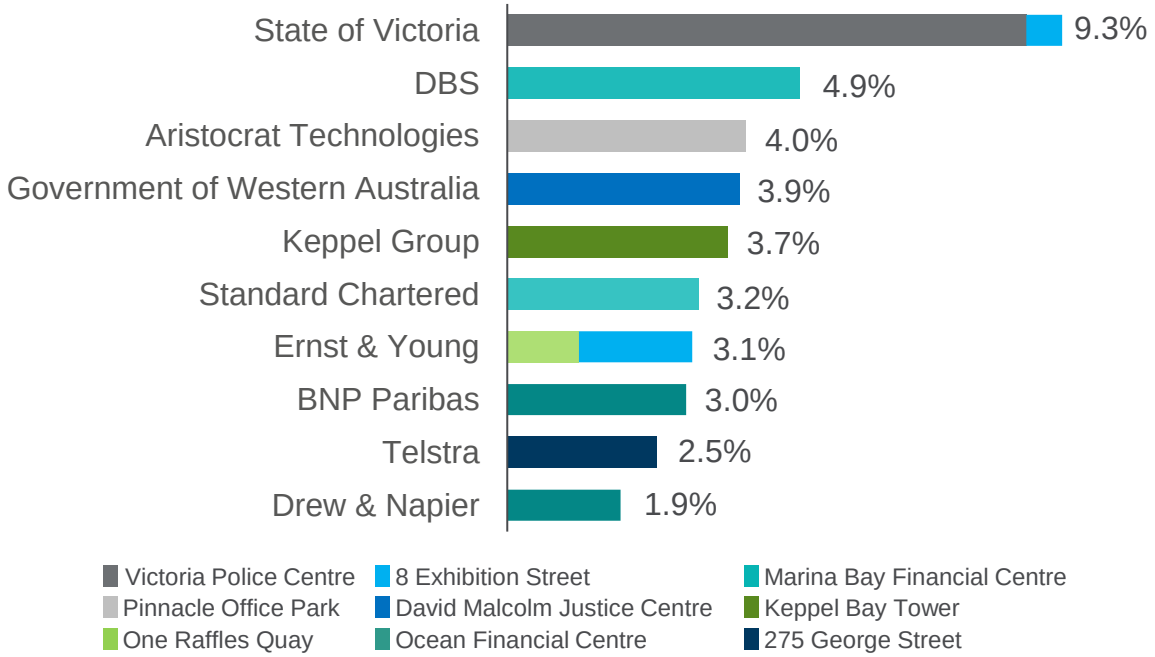
- **Committed occupancy of 98.5% and WALE of 3.1 years by NLA**
- **Diverse mix of 29 tenants**
- **Healthy rental collection** for 4Q 2020 at approximately 96%
- **Strong tenant profile** with major companies and multinational corporations including:
  - Keppel Group
  - Mondelez International
  - BMW Asia
  - Pacific Refreshments
  - Syngenta

As at 31 Dec 2020.

2 Proposed Acquisition of Keppel Bay Tower:
Diversifies Portfolio and Strengthens Tenant Base for Income Resilience (Cont'd)

- **Headquarters to the Keppel Group**
  - 39.7% of NLA on long leases to the Keppel Group entities
  - Keppel Group becomes one of Keppel REIT's top 10 tenants by NLA
- **Increases income diversification** and reduces exposure to any one tenant sector

Portfolio Top 10 Tenants (Post-Acquisition)



Portfolio Tenant Mix (Post-Acquisition)

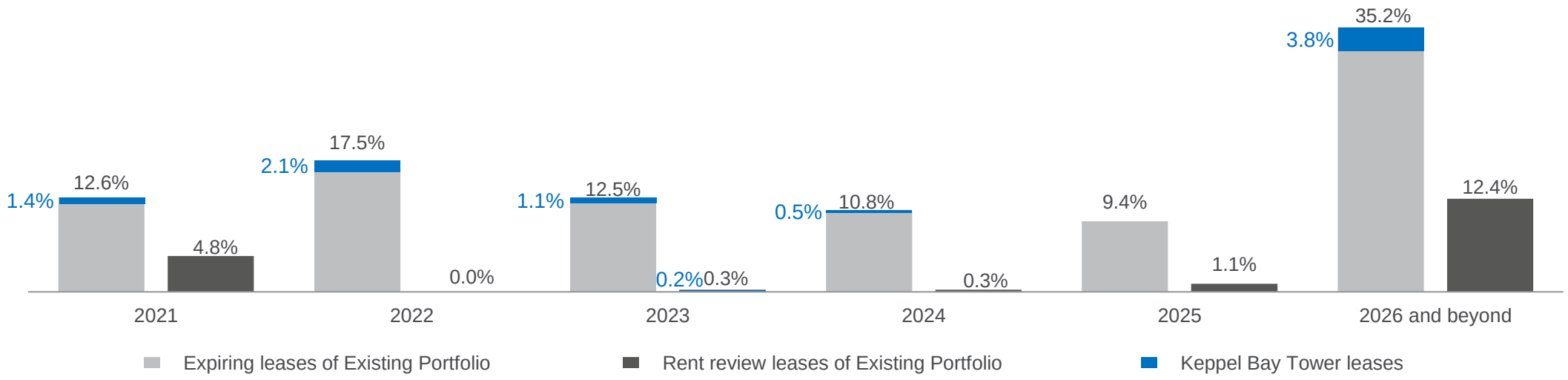
Banking, insurance and financial services	30.1%
Technology, media and telecommunications	14.7%
Government agency	14.5%
Energy, natural resources, shipping and marine	7.5%
Legal	6.5%
Real estate and property services	6.5%
Manufacturing and distribution	6.4%
Accounting and consultancy services	4.3%
Services	4.3%
Retail and food & beverage	2.5%
Hospitality and leisure	0.2%
Others	2.5%

Based on portfolio committed NLA as at 31 Dec 2020, assuming the Property was acquired on 31 Dec 2020.

2 Proposed Acquisition of Keppel Bay Tower:
Strong Occupancy and Well-Spread Lease Expiries

- Portfolio committed occupancy level remains **high at 98.0%**
- Portfolio WALE by NLA remains long at **approximately 6.3 years** while lease expiry **remains well-spread**

Portfolio Lease Expiry Profile (Post-Acquisition)
(by committed attributable NLA)

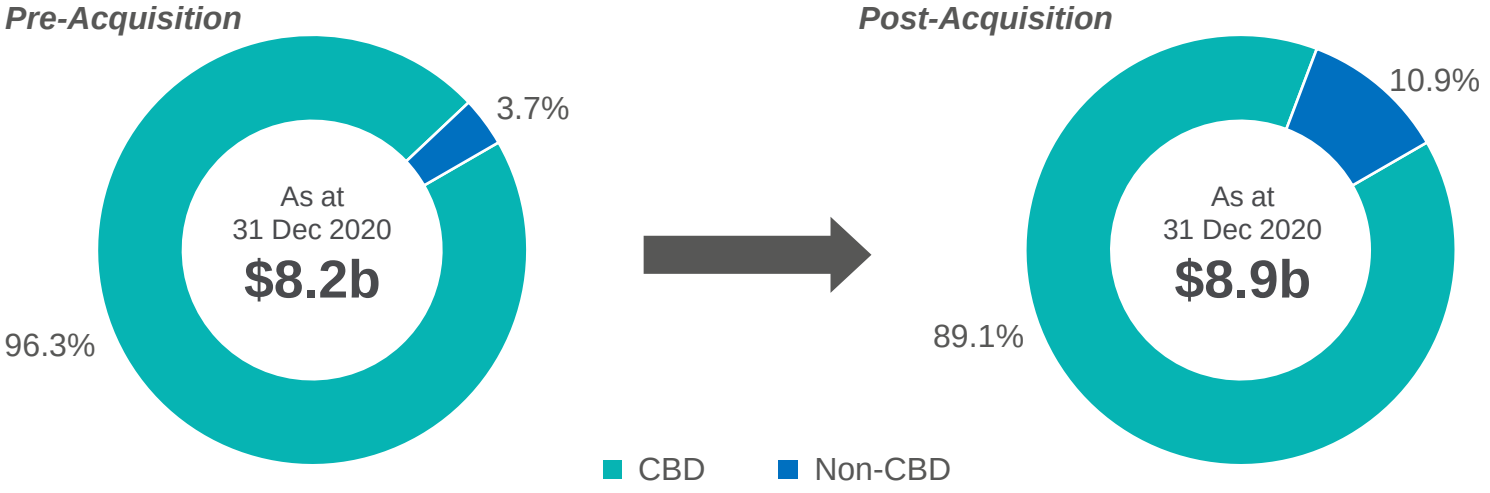


Based on portfolio committed NLA as at 31 Dec 2020, assuming the Property was acquired on 31 Dec 2020.

3 Proposed Acquisition of Keppel Bay Tower:
Strategic Expansion that Complements Core CBD Offering

- **Expands Keppel REIT's offering to include quality CBD-fringe office space** and meet potential shifts in occupier demand
- Offers more options and alternatives to tenants seeking **dual locations or offices for business continuity purposes**
- Post-Acquisition, Keppel REIT's portfolio remains **anchored by prime CBD assets** while 10.9% of the AUM will comprise non-CBD office buildings

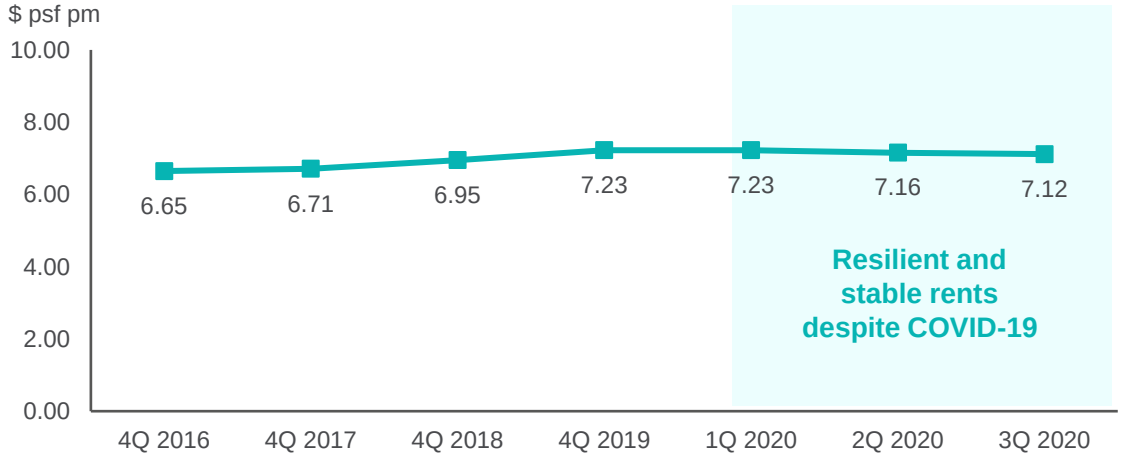
Assets under Management by Type



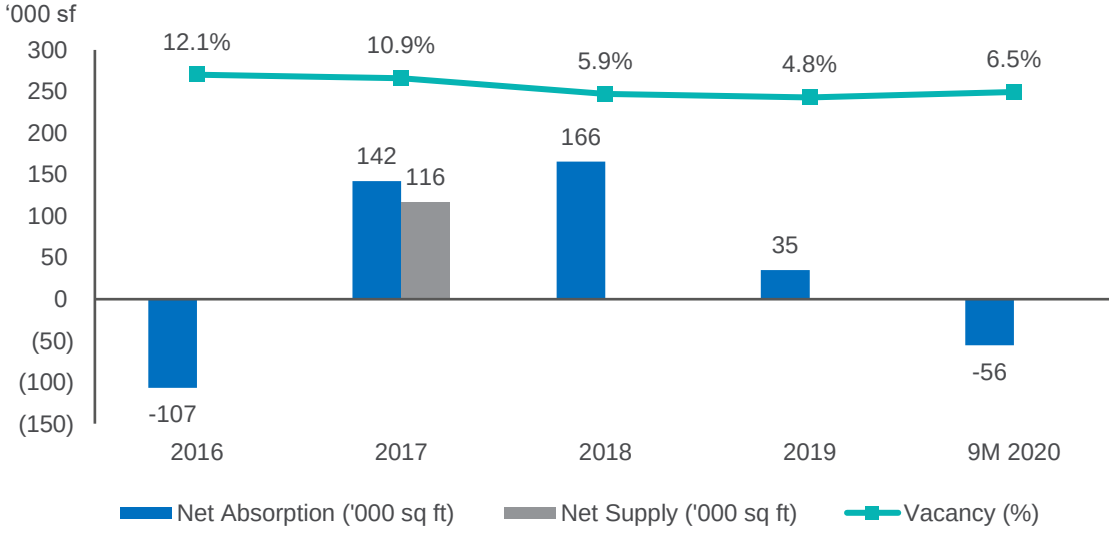
3 Proposed Acquisition of Keppel Bay Tower:
HarbourFront / Alexandra: A Resilient City-Fringe Submarket

- The city-fringe has **shown resilience during the current COVID-19 pandemic** with rents recording marginal decline of approximately **1.5% over 9M 2020**
- **Demand continues to be supported** by tenants who are attracted to the value proposition in this submarket
- **Limited current Grade A office stock and tight supply** are expected to **sustain the growth** of the HarbourFront / Alexandra submarket

City-Fringe Gross Effective Rent[1]

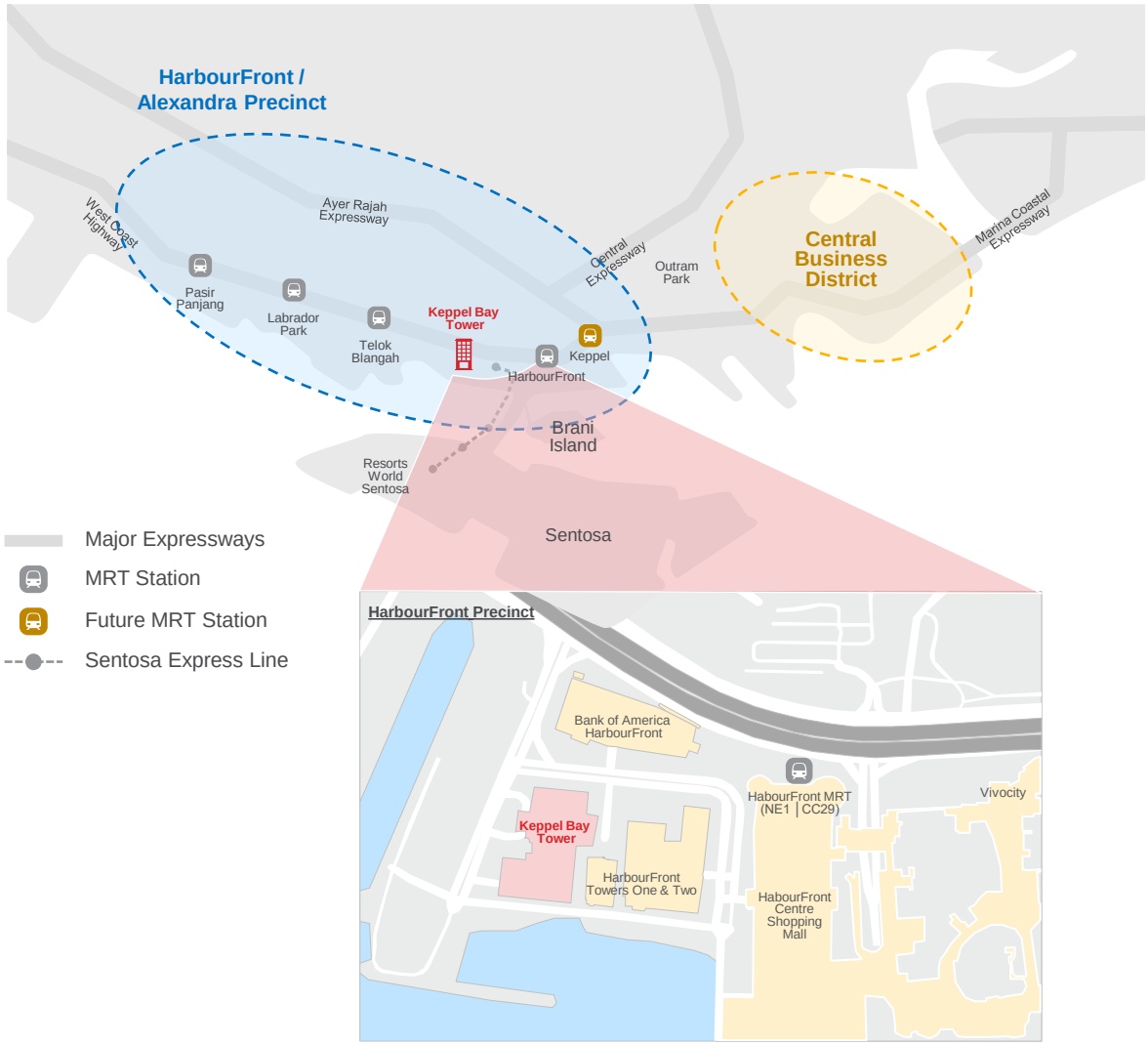


HarbourFront / Alexandra Absorption, Supply & Vacancy[2]



Source: Independent Market Research Consultant.
(1) "City-Fringe" includes HarbourFront / Alexandra, one-north and Novena; (2) Properties for this submarket include HarbourFront Centre, Alexandra Point, HarbourFront Tower One and Tower Two, Keppel Bay Tower, PSA Building and Bank of America Merrill Lynch HarbourFront.

4 Proposed Acquisition of Keppel Bay Tower:
Grade A Waterfront Office with Excellent Connectivity to CBD and Amenities

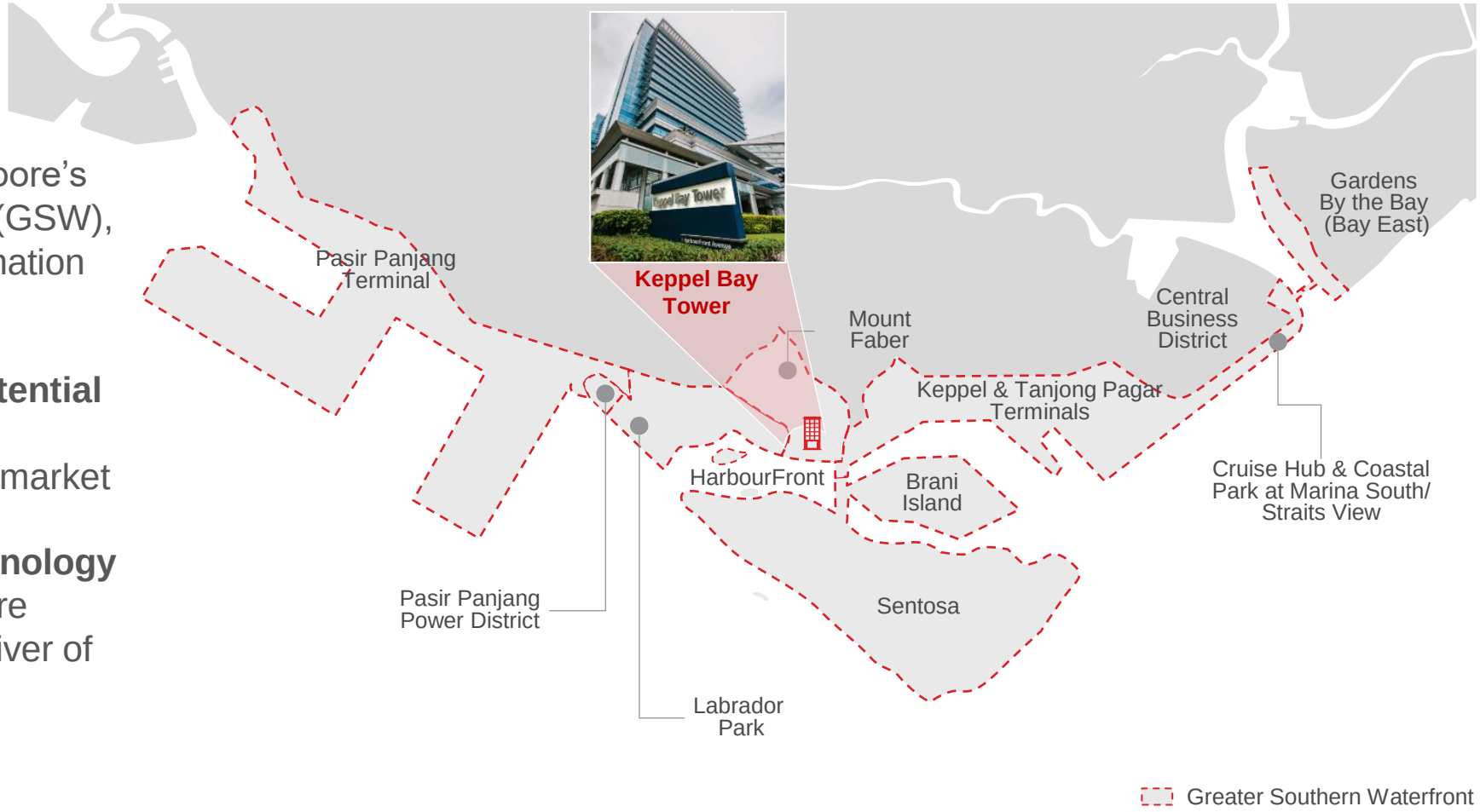


- **Well-connected by major expressways and public transportation nodes:**
  - **10 min drive** to CBD
  - **5 min walk** to HarbourFront MRT and bus interchange, **accessible via a sheltered walkway**
- **Surrounded by wide variety of food, retail and entertainment amenities** ranging from food and beverage outlets on the first floor, to nearby HarbourFront Centre, VivoCity, Keppel Island and Sentosa Island
- **Coveted waterfront locale** with **unobstructed views** of Keppel Bay and Sentosa Island

Source: Independent Market Research Consultant.
Note: Illustrations are not drawn to scale.

4 Proposed Acquisition of Keppel Bay Tower:
Participating in the Growth of Singapore's Greater Southern Waterfront

- Strategically located in Singapore's Greater Southern Waterfront (GSW), which is positioned as a destination for **work, live and play**
- GSW is expected to **drive potential redevelopments** for the HarbourFront / Alexandra submarket
- **Potentially attractive to technology or knowledge tenants** who are expected to be a key future driver of office space demand



Source: Independent Market Research Consultant.
Note: Illustrations are not drawn to scale.

5 Proposed Acquisition of Keppel Bay Tower:
Augments Green Footprint via Renewable Energy and Technology Innovation

- **Singapore's first commercial development to be fully powered by renewable energy**
- **High-tech green building:**

Facial recognition for contactless entry

Energy-efficient air distribution

Demand control fresh air intake

Intelligent building control

Water-efficient cooling tower water management

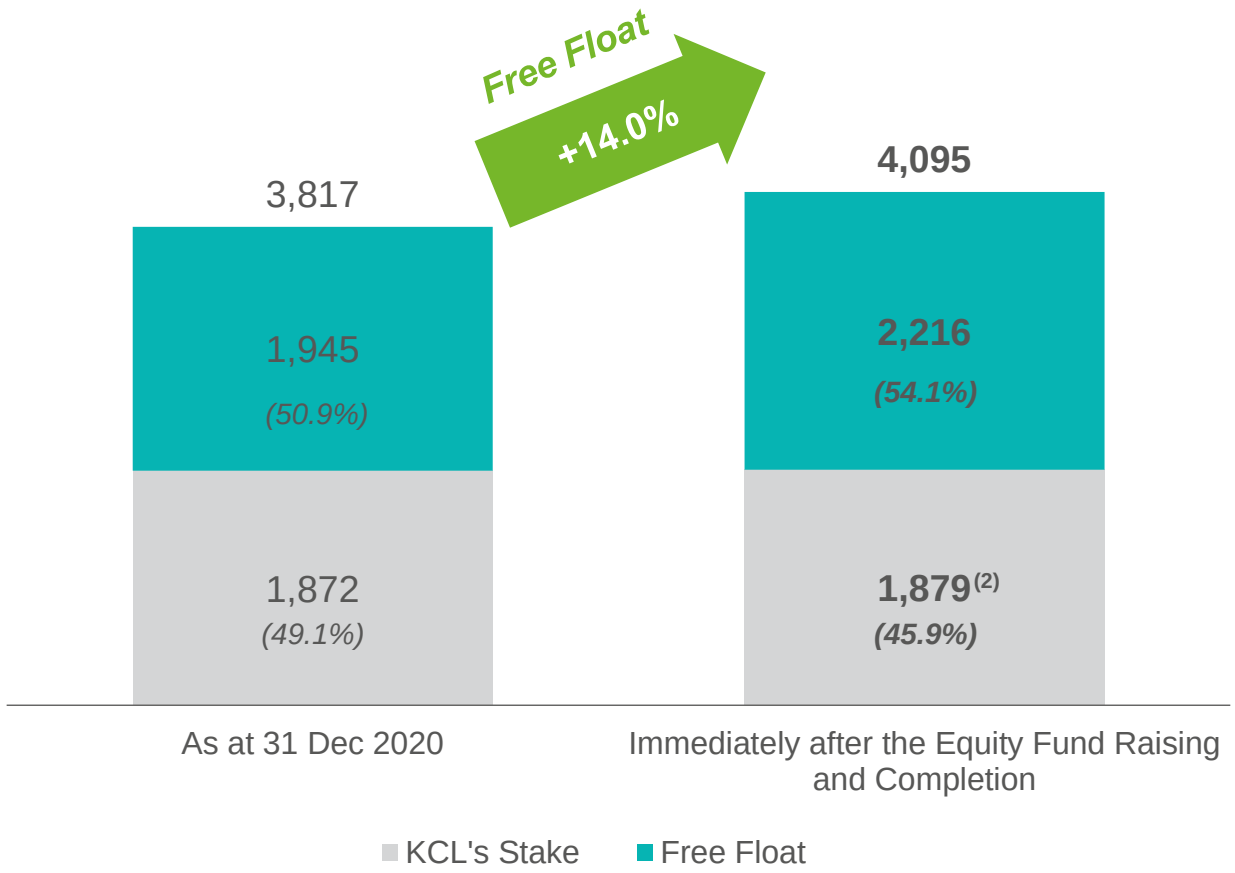
Smart lighting

- **First commercial development in Singapore to be certified as a Green Mark Platinum (Zero Energy) building by the BCA**
  - In line with the REIT's environmental target of **reducing energy usage and carbon emission intensity levels**
  - Post-Acquisition, **all of Keppel REIT's Singapore assets** would have been certified with **BCA Green Mark Platinum status**

BCA GREEN MARK

6 Proposed Acquisition of Keppel Bay Tower: Increases Free Float and Liquidity

Free Float and Market Capitalisation[1] ($m)



- Total Acquisition Cost to be funded with net proceeds from the Equity Fund Raising[3] and a draw down of the Loan Facilities
- Increases Keppel REIT's **market capitalisation** by 7.3%, and improves **free float** and **trading liquidity**
- Enhances Keppel REIT's weightage in indices and is also **a step towards further index inclusions, potentially increasing investor demand**

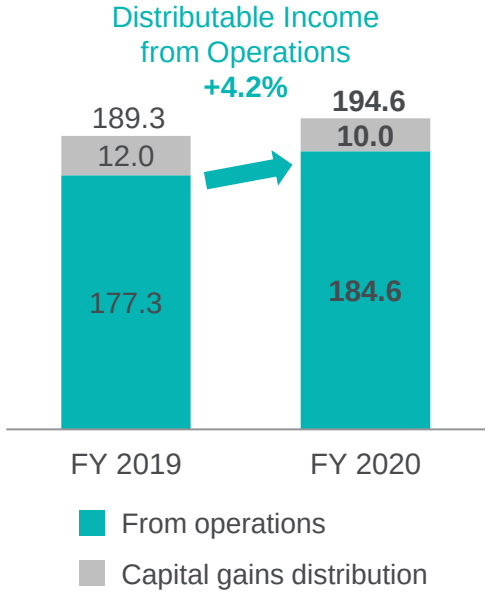
(1) Based on the closing price of $1.12 per Unit as at 31 Dec 2020; 2) Increase in KCL's deemed interest is due to the payment of the Acquisition Fee in Units to the Manager, an indirect wholly-owned subsidiary of KCL; (3) For illustrative purposes, assuming 242.2 million New Units will be issued based on the illustrative issue price of $1.10 per New Unit.

Financial Performance

Improvement in distributable income for FY 2020 due mainly to:

- Contributions from T Tower and Victoria Police Centre, as well as lower borrowing costs
- Offset by the impact of the divestment of Bugis Junction Towers in Nov 2019, COVID-19 tenant relief measures and the cessation of rental support

Distributable Income ($m)



	2H 2020	2H 2019	+/(-)	FY 2020	FY 2019	+/(-)
Property Income(1)	$94.7m	$84.1m	+12.6%	$170.2m	$164.1m	+3.8%
Net Property Income (NPI)	$76.5m	$66.5m	+15.0%	$135.5m	$128.9m	+5.1%
Less: Attributable to Non-controlling Interests	($8.5m)	($8.6m)	(0.9%)	($16.9m)	($16.8m)	+0.6%
NPI Attributable to Unitholders	$68.0m	$57.9m	+17.3%	$118.6m	$112.1m	+5.8%
Share of Results of Associates(2)	$47.7m	$38.8m	+23.0%	$88.2m	$77.9m	+13.2%
Share of Results of Joint Ventures(3)	$15.7m	$14.2m	+10.1%	$29.4m	$28.5m	+2.9%
Distributable Income from Operations	**$99.8m**	**$88.6m**	**+12.6%**	**$184.6m**	**$177.3m**	**+4.2%**
Capital Gains Distribution	-	$6.0m	N.m.	$10.0m	$12.0m	(16.7%)
Distribution to Unitholders	**$99.8m**	**$94.6m**	**+5.5%**	**$194.6m**	**$189.3m**	**+2.8%**
DPU (cents)	**2.93**	**2.80**	**+4.6%**	**5.73**	**5.58**	**+2.7%**

N.m. = Not meaningful

(1) Property income relates to income from directly-held properties including Ocean Financial Centre, 50% interest in 275 George Street, 50% interest in 8 Exhibition Street office building and 100% interest in the three adjacent retail units, T Tower after it was acquired on 27 May 2019, Bugis Junction Towers before it was divested on 29 Nov 2019 and Victoria Police Centre after it achieved practical completion on 9 Jul 2020.

(2) Share of results of associates relates to Keppel REIT's one-third interests in One Raffles Quay and Marina Bay Financial Centre.

(3) Share of results of joint ventures relates to Keppel REIT's 50% interests in 8 Chifley Square and David Malcolm Justice Centre.

Balance Sheet

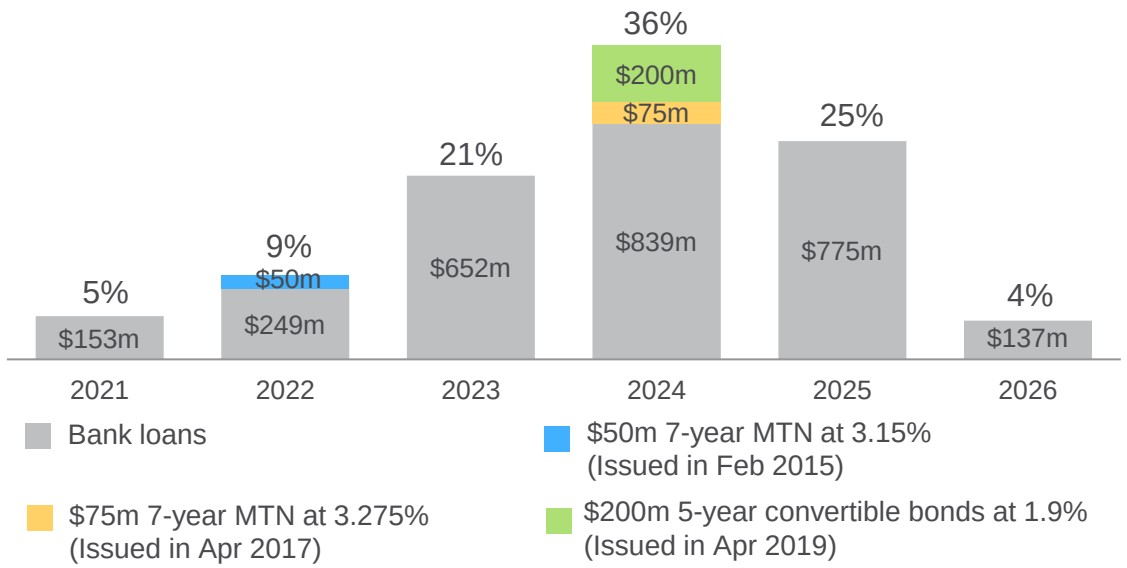
	As at 31 Dec 2020	As at 31 Dec 2019	+/(-)
Deposited Property[1]	$8,389m	$8,032m	+4.4%
Total Assets	$7,764m	$7,449m	+4.2%
Borrowings[2]	$3,130m	$2,879m	+8.7%
Total Liabilities	$2,544m	$2,286m	+11.3%
Unitholders' Funds	$4,498m	$4,585m	(1.9%)
Adjusted NAV per Unit[3]	$1.29	$1.35	(4.4%)

(1) Included interests in associates and joint ventures.
(2) Included borrowings accounted for at the level of associates and excluded the unamortised portion of upfront fees in relation to the borrowings.
(3) For 31 Dec 2020 and 31 Dec 2019, these excluded the distributions to be paid in Mar 2021 and paid in Feb 2020 respectively.

Prudent Capital Management

- All-in interest rate reduced year-on-year to 2.35% p.a. from 2.77% p.a.
- Strengthened sustainability-focused funding with additional A$300m of green loans
- Issued $300m[1] of 3.15% perpetual securities to refinance 4.98% perpetual securities[2] and increase financial flexibility

Debt Maturity Profile (As at 31 Dec 2020)

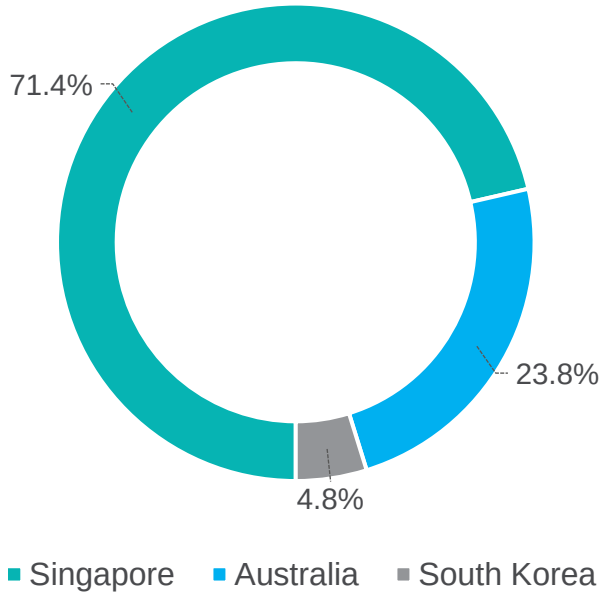


As at 31 Dec 2020	
Interest Coverage Ratio[3]	3.4x
All-in Interest Rate	2.35% p.a.
Aggregate Leverage	37.3%
Weighted Average Term to Maturity	3.2 years
Borrowings on Fixed Rates	74%
Unencumbered Assets	73%
Undrawn Credit Facilities	$835m ($367m committed)

(1) $150m of perpetual securities was issued on 11 Sep 2020 while another $150m of perpetual securities was issued on 7 Oct 2020.
(2) $150m of 4.98% perpetual securities was redeemed on 2 Nov 2020.
(3) Computed as trailing 12 months EBITDA (excluding effects of any fair value changes of derivatives and investment properties, and foreign exchange translation), over trailing 12 months interest expense, borrowing-related fees and distributions on hybrid securities, as defined in the Code on Collective Investment Schemes revised by the MAS on 16 Apr 2020.

Attributable NPI by Property

Breakdown of Attributable NPI by Geography
(For FY 2020)



	FY 2020 $'000	%	FY 2019 $'000	%
Ocean Financial Centre	66,979	23.7	66,691	24.1
Marina Bay Financial Centre	95,746	33.9	101,622[4]	35.7
One Raffles Quay	39,062	13.8	37,518	13.5
Bugis Junction Towers[1]	-	-	14,371	5.2
8 Chifley Square	12,647	4.5	12,685	4.6
8 Exhibition Street	11,537	4.1	11,825	4.3
Victoria Police Centre[2]	17,039	6.0	-	-
275 George Street	9,440	3.3	11,019	4.0
David Malcolm Justice Centre	16,720	5.9	15,875	5.7
T Tower[3]	13,550	4.8	8,165	2.9
Total	**282,720**	**100.0**	**279,771**	**100.0**

(1) Divested on 29 Nov 2019.
(2) Achieved practical completion on 9 Jul 2020.
(3) Acquired on 27 May 2019.
(4) Includes rental support of $2.7m for Marina Bay Financial Centre Tower 3.

Portfolio Valuation

- Singapore portfolio valuation was 1.5% lower year-on-year due mainly to potential occupancy changes and lower rents in view of the COVID-19 pandemic and economic recession

Valuation based on attributable interest	31 Dec 2019	31 Dec 2020	Variance S$	Variance %	31 Dec 2020	Cap Rate
Ocean Financial Centre (79.9% interest)	S$2,099.8m	S$2,066.2m	(S$33.6m)	(1.6)	S$2,950 psf	3.50%
Marina Bay Financial Centre (33.3% interest)	**Towers 1 & 2, and MBLM[1]:** S$1,695.3m	S$1,665.0m	(S$30.3m)	(1.8)	S$2,878 psf	3.45%[2]
	Tower 3: S$1,297.0m	S$1,277.3m	(S$19.7m)	(1.5)	S$2,867 psf	3.63%
One Raffles Quay (33.3% interest)	S$1,254.3m	S$1,240.0m	(S$14.3m)	(1.1)	S$2,809 psf	3.45%
Singapore Portfolio	**S$6,346.4m**	**S$6,248.5m**	**(S$97.9m)**	**(1.5)**		

(1) Refers to Marina Bay Link Mall.
(2) Refers to MBFC Towers 1 and 2.

Portfolio Valuation (Cont'd)

- Australian building valuations, excluding David Malcolm Justice Centre, Victoria Police Centre and Pinnacle Office Park, declined by 2.0-2.3% due to potential occupancy changes at 8 Chifley Square, as well as cap rate expansion at 8 Exhibition Street and 275 George Street
- Valuation of T Tower in Seoul increased 0.5% due to cap rate compression

Valuation based on Keppel REIT's interest	Local currency				S$			31 Dec 2020	Cap Rate
	31 Dec 2019	31 Dec 2020	Variance A$	Variance %	31 Dec 2019	31 Dec 2020	Variance S$		
8 Chifley Square[1] (50% interest)	A$240.0m	A$234.5m	(A$5.5m)	(2.3)	S$222.2m	S$231.5m	S$9.3m	A$24,258 psm	4.63%
Pinnacle Office Park[1] (100% interest)	-	A$306.1m	A$306.1m	n.a.	-	S$302.1m	S$302.1m	A$8,711 psm	5.25%
8 Exhibition Street[1,2] (50% interest)	A$265.3m	A$259.5m	(A$5.8m)	(2.2)	S$245.6m	S$256.2m	S$10.6m	A$11,366 psm	5.13%[3]
Victoria Police Centre[1] (50% interest)	A$349.5m[4]	A$385.0m	A$35.5m	+10.2	S$323.5m[4]	S$380.0m	S$56.5m	A$11,379 psm	4.50%
275 George Street[1] (50% interest)	A$250.0m	A$245.0m	(A$5.0m)	(2.0)	S$231.4m	S$241.8m	S$10.4m	A$11,745 psm	5.25%
David Malcolm Justice Centre[1] (50% interest)	A$232.5m	A$232.5m	-	-	S$215.2m	S$229.5m	S$14.3m	A$14,916 psm	5.38%
Australia Portfolio	**A$1,337.3m**	**A$1,662.6m**	**A$325.3m**	**+24.3**	**S$1,237.9m**	**S$1,641.1m**	**S$403.2m**		
T Tower[5] (99.4% interest)	KRW 259.0b	KRW 260.2b	KRW 1.2b	+0.5	S$299.9m	S$314.3m	S$14.4m	KRW 20.8m/py	4.25%
Total Portfolio					**S$7,884.2m**	**S$8,203.9m**	**S$319.7m**		

(1) Based on the exchange rates of A$1=S$0.9257 as at 31 Dec 2019 and A$1=S$0.9871 as at 31 Dec 2020.
(2) Includes 100% interest in the three adjacent retail units.
(3) Refers to Keppel REIT's 50% interest in the office building.
(4) Valuation was on a "as-is" basis.
(5) Based on the exchange rate of KRW 1,000 = $1.158 as at 31 Dec 2019 and KRW 1,000 = S$1.208 as at 31 Dec 2020.

Portfolio Information: Singapore

As at 31 Dec 2020	Ocean Financial Centre	Marina Bay Financial Centre[4]	One Raffles Quay
Attributable NLA	700,504 sf	1,024,065 sf	441,475 sf
Ownership	79.9%	33.3%	33.3%
Principal tenants[1]	BNP Paribas, ANZ, Drew & Napier	DBS Bank, Standard Chartered Bank, Barclays	Deutsche Bank, Ernst & Young, Capital International
Tenure	99 years expiring 13 Dec 2110	99 years expiring 10 Oct 2104[5] and 7 Mar 2106[6]	99 years expiring 12 Jun 2100
Purchase Price (on acquisition)	S$1,838.6m[3]	S$1,426.8m[5] S$1,248.0m[6]	S$941.5m
Valuation[2]	S$2,066.2m	S$1,665.0m[5] S$1,277.3m[6]	S$1,240.0m
Capitalisation rates	3.50%	3.45%[7]; 4.25%[8]; 3.63%[6]	3.45%

1) *On committed gross rent basis.*
2) *Valuation as at 31 Dec 2020 based on Keppel REIT's interest in the respective properties.*
3) *Based on Keppel REIT's 79.9% of the historical purchase price.*
4) *Comprises Marina Bay Financial Centre (MBFC) Towers 1, 2 and 3 and Marina Bay Link Mall (MBLM).*
5) *Refers to MBFC Towers 1 and 2 and MBLM.*
6) *Refers to MBFC Tower 3.*
7) *Refers to MBFC Towers 1 and 2.*
8) *Refers to MBLM.*

Portfolio Information: Australia & South Korea

As at 31 Dec 2020	8 Chifley Square, Sydney	8 Exhibition Street[3], Melbourne	Victoria Police Centre, Melbourne	275 George Street, Brisbane	David Malcolm Justice Centre, Perth	Pinnacle Office Park, Sydney	T Tower, Seoul
Attributable NLA	104,055 sf	244,659 sf	364,180 sf	224,537 sf	167,784 sf	378,164 sf	226,949 sf
Ownership	50.0%	50.0%	50.0%	50.0%	50.0%	100.0%	99.4%
Principal tenants[1]	Corrs Chambers Westgarth, Quantium, QBE Insurance	Ernst & Young, Amazon, Minister for Finance - State of Victoria	Minister for Finance - State of Victoria	Telstra, Queensland Gas Company, The State of Queensland[7]	Minister for Works - Government of Western Australia	Aristocrat Technologies, Konica Minolta, Coles Supermarkets	Hankook Corporation, SK Communications, Philips Korea
Tenure	99 years expiring 5 Apr 2105	Freehold	Freehold	Freehold	99 years expiring 30 Aug 2114	Freehold	Freehold
Purchase Price (on acquisition)	A$165.0m S$197.8m	A$168.8m S$201.3m[3]	A$347.8m S$362.4m[6]	A$166.0m S$209.4m	A$165.0m S$208.1m	A$306.0m S$303.3m[8]	KRW252.6b S$292.0m[9]
Valuation[2]	A$234.5m S$231.5m	A$259.5m S$256.2m[3]	A$385.0m S$380.0m	A$245.0m S$241.8m	A$232.5m S$229.5m	A$306.1m S$302.1m	KRW260.1b S$314.3m
Capitalisation rates	4.63%	5.13%[4]; 4.50%[5]	4.50%	5.25%	5.38%	5.25%	4.25%

1) *On committed gross rent basis.*
2) *Valuation as at 31 Dec 2020 based on Keppel REIT's interest in the respective properties and on the exchange rates of A$1 = S$0.9871 and KRW 1,000 = S$1.208.*
3) *Keppel REIT owns a 50% interest in the 8 Exhibition Street office building and a 100% interest in the three adjacent retail units.*
4) *Refers to Keppel REIT's 50% interest in the office building.*
5) *Refers to Keppel REIT's 100% interest in the three adjacent retail units.*
6) *Based on the aggregate consideration paid-to-date and to be paid, including development costs of the building, at the exchange rate of A$1=S$1.042 as disclosed in the announcement dated 29 Jun 2017.*
7) *Refers to the Department of Housing and Public Works – The State of Queensland.*
8) *Based on an exchange rate of A$1 = S$0.9912 as at 9 Sep 2020.*
9) *Based on Keppel REIT's interest in T Tower and an exchange rate of KRW 1,000 = S$1.156 used for payment.*

Growth Since Listing in 2006

2006
Listed on SGX
>$600m AUM
4 assets in Singapore

2007
Acquired One Raffles Quay (33.3%), Singapore

2009
Increased stake in Prudential Towers, Singapore

2010
Expanded footprint to **Australia:**
77 King Street (100%), Sydney, and 275 George Street (50%), Brisbane

Asset swap: Keppel Towers and GE Tower for MBFC Towers 1 & 2 and MBLM (33.3%), Singapore

2011
Acquired
- 8 Chifley Square (50%), Sydney
- Ocean Financial Centre (87.5%), Singapore

2012
Increased stake in Ocean Financial Centre (to 99.9%), Singapore

2013
Acquired
- David Malcolm Justice Centre (50%), Perth
- 8 Exhibition Street (50%), Melbourne

2014
Divested Prudential Tower, Singapore

Acquired MBFC Tower 3 (33.3%), Singapore

2015
Acquired three retail units at 8 Exhibition Street, Melbourne

2016
Divested 77 King Street, Sydney

2017
Acquired 311 Spencer Street development (50%), Melbourne

2018
Divested 20% minority stake in Ocean Financial Centre (to 79.9%), Singapore

2019
Expanded footprint to **South Korea:**
T Tower (99.4%), Seoul

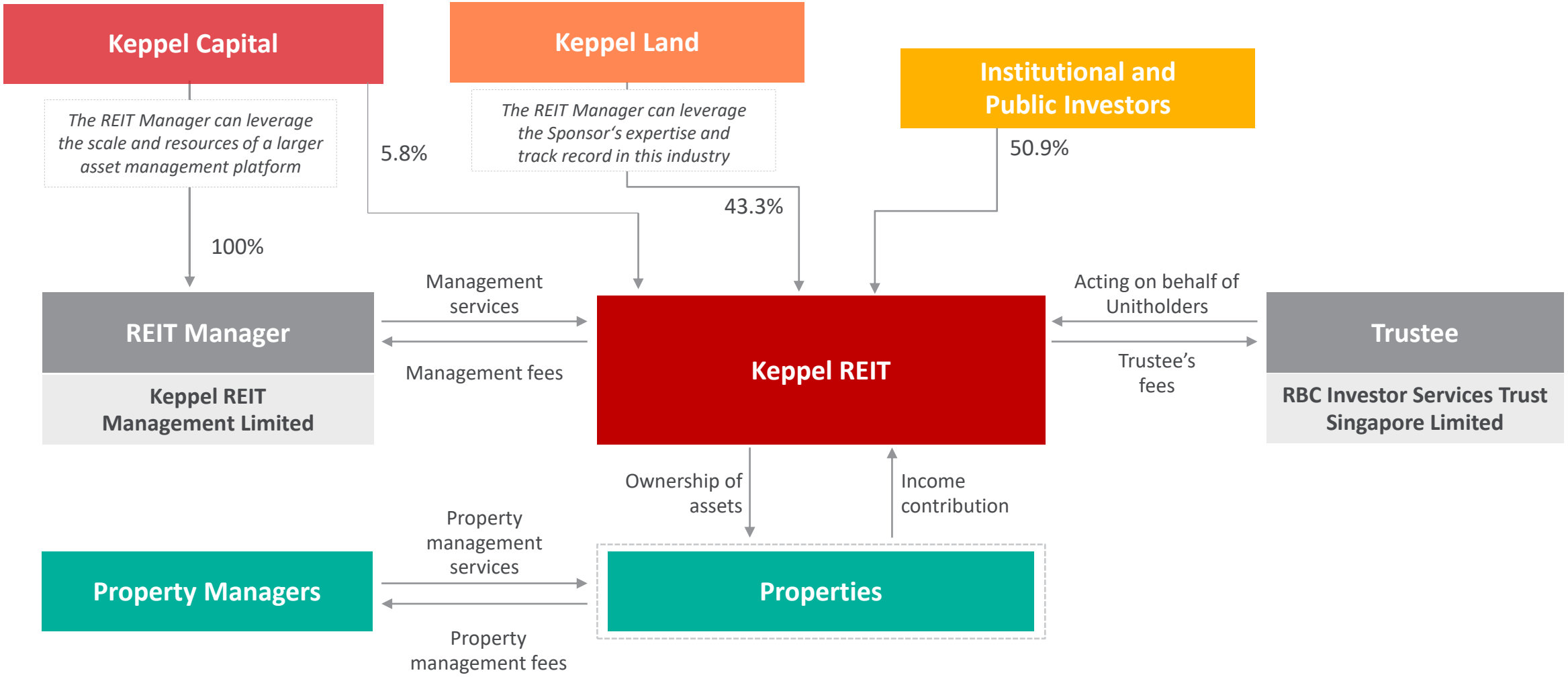
Divested Bugis Junction Towers, Singapore

2020
Acquired Pinnacle Office Park (100%), Sydney

$8.2b[1] AUM
10 assets in Singapore, Australia & South Korea

1) *Based on assets under management as at 31 Dec 2020, excluding the proposed acquisition of Keppel Bay Tower which was announced on 23 Dec 2020, pending Unitholders approval in 1Q 2021 and targeted for completion in 2Q 2021.*

Keppel REIT Structure



Note: As of 31 Dec 2020.

Thank You

For more information, please visit:
www.keppelreit.com

Connect with us on:

T Tower,
Seoul